

## Message Text

UNCLASSIFIED

PAGE 01 WARSAW 02680 021510Z

46

ACTION EUR-12

INFO OCT-01 ISO-00 CU-04 EB-07 COME-00 /024 W

----- 003296

R 021413Z MAY 75

FM AMEMBASSY WARSAW

TO USIA WASHDC

INFO SECSTATE WASHDC 4724

AMEMBASSY BUCHAREST

AMEMBASSY BUDAPEST

AMEMBASSY BERLIN

AMEMBASSY VIENNA

AMCONSUL KRAKOW

AMCONSUL POZNAN

UNCLAS WARSAW 2680

FOR USIA - IEE; VIENNA - RPO.

E.O. 11652: N/A

TAGS: OEXC, PL

SUBJECT: VOLSPKR H. PETER DREYER

1. FROM APRIL 22-25, NEW YORK "JOURNAL OF COMMERCE" EDITOR H. PETER DREYER COMPLETED A HIGHLY SUCCESSFUL FOUR-DAY PROGRAM IN WARSAW AND POZNAN, REACHING MANY KEY POLISH CONTACTS IN THE ECONOMICS AND FOREIGN TRADE FIELDS. DRYER WAS A COOPERATIVE, ENERGETIC ASSET WHOSE EXPERTISE IN COMMON MARKET AFFAIRS WAS CLEARLY APPRECIATED BY HIS POLISH LISTENERS. THE ONLY FLAW IN HIS WARSAW SCHEDULE WAS AN ABORTIVE LECTURE AT THE HIGHER SCHOOL OF PLANNING AND STATISTICS, FOR WHICH MINISTRY FO HIGHER EDUCATION APPROVAL WAS NOT RECEIVED.

2. ON APRIL 22, DREYER LED A ROUND-TABLE DISCUSSION AT THE U.S. TRADE CENTER FOR 10 POLISH JOURNALISTS FROM THE LEADING WARSAW DAILIES, THE WEEKLY "POLITYKA", AND SPECIALIZED PUBLICATIONS. SUCH AS "ZYCIE GOSPODARCZE" AND "RYNKI ZAGRANICZNE". ONE THE FOLLOWING DAY, HE VISITED THE POLISH CHAMBER OF FOREIGN TRADE FOR AN EXTENDED CONVERSATION WITH ITS WESTERN COUNTRIES SECTION.

UNCLASSIFIED

PAGE 02 WARSAW 02680 021510Z

THAT SAME EVENING HE CONDUCTED AN INFORMAL DISCUSSION AT AN

EMBOFF HOME WITH REPRESENTATIVES OF THE BANK HANDLOWY, THE PLANNING COMMISSION OF THE COUNCIL OF MINISTERS, AND THE FOREIGN TRADE INSTITUTE. ON APRIL 24, DREYER DELIVERED A FORMAL LECTURE BEFORE AN IMPRESSIVE BLUE-CHIP AUDIENCE AT THE FOREIGN TRADE INSTITUTE, WHICH WAS FOLLOWED BY A LONG QUESTION AND ANSWER PERIOD. A FOREIGN TRADE VICE-MINISTER, A MANAGING DIRECTOR OF A LEADING POLISH EXPORT/IMPORT FIRM, AND THE TOP CADRE OF THE INSTITUTE, WERE AMONG THE 35 POLES AT THIS LECTURE. IN POZNAN ON APRIL 34, DREYER ADDRESSED 25 PROFESSORS, RESEARCHERS, AND GRADUATE STUDENTS AT THE ECONOMICS ACADEMY. THE SAME LECTURE ALSO WAS GIVEN AT "INTERKLUB" TO JOURNALISTS ACCREDITED TO THE POZNAN FAIR AND FROM LOCAL PUBLICATIONS.

3. COMMENT: BOTH P&C AND THE ECONOMIC/COMMERCIAL SECTIONS WELCOMED THE OPPORTUNITY TO PROGRAM DREYER, AND EMINENT AMERICAN TRADE AUTHORITY WHO COMBINED AN EXPERT'S BACKGROUND AND A POLISHED, PERSUASIVE COMMUNICATIONS STYLE. HE CONVEYED TO HIS POLISH AUDIENCES RARE INSIGHTS OF EEC/COMMON RELATIONSHIPS AND OF EAST/WEST TRADE DEVELOPMENTS GENERALLY. THE ONLY WEAKNESS, IMPLICIT IN HIS LONG TENURE IN BRUSSELS, WAS AN INABILITY TO ADDRESS FIRST-HAND SOME AMERICAN TRADE ISSUES. ON AT LEAST TWO OCCASIONS, HE DODGED REPLIES TO A QUESTION OF GREAT INTEREST TO POLES, THE FUTURE OF THE U.S. TRADE BILL'S PROVISION CONCERNING TRADE WITH THE USSR. HOWEVER, THIS WAS MORE THAN COMPENSATED BY HIS ENGAGING, INFORMED HANDLING OF MANY PERTINENT ISSUES ASSOCIATED WITH EAST/WEST TRADE AND MONETARY AFFAIRS. SEVERAL POLISH CONTACTS EXPRESSED AUTHENTIC APPRECIATION FOR EMBASSY EFFORTS IN BRINGING DREYER TO POLAND AND INQUIRED ABOUT THE FUTURE AVAILABILITY OF SIMILAR AMERICAN EXPERTS IN THE TRADE AND ECONOMICS FIELDS. WE BELIEVE THAT A RETURN VISIT BY DREYER ALSO MIGHT BE CONSIDERED IN THE FUTURE, GIVEN THE EXCELLENT CONTACTS AND REPUTATION WHICH HE HAS ESTABLISHED IN POLAND.

DAVIES  
UNCLASSIFIED

UNCLASSIFIED

PAGE 03 WARSAW 02680 021510Z

UNCLASSIFIED

NNN



## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 02 MAY 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Authority:** n/a  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 JAN 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1975WARSAW02680  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D750154-1147  
**From:** WARSAW  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1975/newtext/t19750584/aaaaczdu.tel  
**Line Count:** 107  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION EUR  
**Original Classification:** UNCLASSIFIED  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** n/a  
**Previous Handling Restrictions:** n/a  
**Reference:** n/a  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** CollinP0  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 14 JUL 2003  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <14 JUL 2003 by maginmm>; APPROVED <03 MAR 2004 by CollinP0>  
**Review Markings:**

Margaret P. Grafeld  
Declassified/Released  
US Department of State  
EO Systematic Review  
05 JUL 2006

**Review Media Identifier:**  
**Review Referrals:** n/a  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** VOLSPKR H. PETER DREYER  
**TAGS:** OEXC, PL  
**To:** USIA  
**Type:** TE  
**Markings:** Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 05 JUL 2006